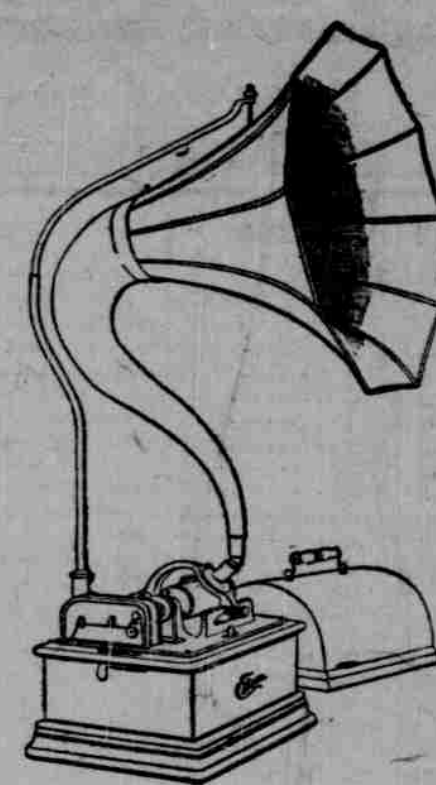


Our Free Trial.

Mr Edison wants you to hear his Improved Phonograph
We want you to Try this latest Edison Phonograph
and Use It.



The King of
Entertainers
for the Home

**The Edison
Phonograph**

It Laughs
It Talks
It Sings
It Plays

Cable Address "Edison New York"

From the Laboratory
of
Thomas A. Edison

Orange, N. Y., March 29-1911

Straube Music Co..

629 So. Hohman St.,
Hammond, Ind.,

Gentlemen:-

The Sales Department has reported to me your engagement of one of our wagons for extending a free trial in the homes in and about Hammond, Ind., of the NEW IMPROVED PHONOGRAPH,

I am particularly anxious to have you make these trials ABSOLUTELY FREE in spirit and in fact, without any obligation to purchase. If you will conduct a campaign on these lines and let the people in your community see what improvements have been made in my new Phonograph, each home that extends the courtesy of a trial will thus have the benefit at least of a few days' enjoyable entertainment.

Hoping that you will offer this home demonstration in the freest possible manner, so that all the people in your territory will have an opportunity to understand the mission of the Phonograph in a practical, way, I am

Very truly yours

THOMAS A. EDISON

Startling
Improvements
The New Latest
Model Edison
Machines
The Most
Sweeping Improvements in
Phonographs
Undertaken in
Many Years



Our Proposition

We will place a Genuine Edison Phonograph Outfit including an assortment of Edison Latest Amberol Records in any home in Lake County, on absolutely Free Trial.

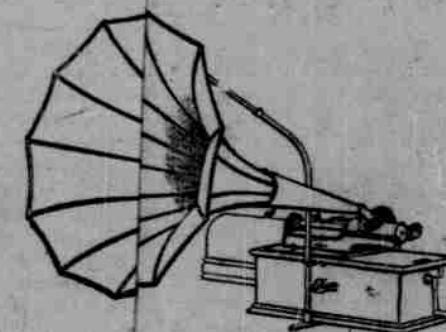
We Require no Payment and no Deposit of any kind.
ASK FOR A FREE TRIAL TODAY

Fill out Coupon and mail to us today

Straube Piano & Music Company

629 Hohman Street

Hammond, Indiana



CUPON

With the understanding that I am under no obligations to buy the Edison Phonograph, you may deliver an outfit to my home on three days' FREE trial.

Name

Address

City